

III. How to Develop Landlord Partnerships

- DMH's 6th Annual Housing Training Institute
- Thursday, June 13 10:30AM Yosemite Room
- Carmen Hill, MBA, President,
CitiHousing Real Estate Services



How to find affordable rental units-websites

- List of HUD subsidized apartments—project-based Section 8
 - www.hud.gov Click on “Search for an Affordable Rental”
- City of LA Affordable Housing Roster
 - www.lahd.lacity.org
- <http://housing.lacounty.gov>
- www.gosection8.com
- www.pennysaverusa.com
- www.scanph.org – for info on upcoming projects
- Craig’s List



How to find affordable apartments-print media

- Newspapers
 - Community newspapers like The Wave and Los Angeles Sentinel
 - Los Angeles Times – Business Section – rentals
 - Press releases
 - Apartment Finder magazine
 - Key words “
 - affordable housing, income restrictions apply”

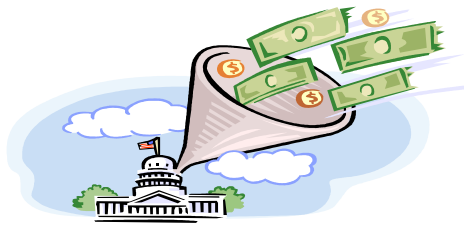


How to find affordable apartments:

Phone contact



- A Community of Friends (homeless, mentally ill) Wm. Membreno 323-757-0670 x105
- SHARE! Shared housing 1-877-742-7349
- FPI (Property manager) hotline 877-386-1777



Tax Credit Buildings

- Corporate investors provide cash for the development of apts affordable to low and moderate income households (defined as 30 to 60% of area median income) in order to save on their income taxes
- Less costly for fed govt to administer than the Section 8 program
- Congress establishes the amount of tax credits available for each state based on population
- Tax Credit Allocation Committee (TCAC) for each state distributes the tax credits to developers who submit applications for their project.
- When tax credits are awarded to project, the developer can sell the tax credits to corporate investors to provide the needed cash (the equity) for the project.

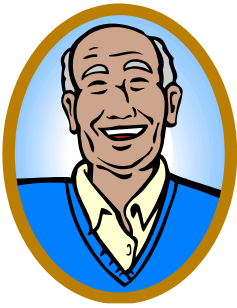
HOW TO FIND TAX CREDIT APARTMENTS

- List of all tax credit projects by County on website:
<http://treasurer.ca.gov/ctcac/history.asp>
Click on Active Projects Awarded Credits 1987 to 2012

The first four numbers of application # indicate the year the tax credits were awarded. Project generally starts leasing about 2 years after credits awarded.

- Property managers' website/phone number
 - Solari Enterprises www.solari-ent.com
 - Thomas Safran www.tsa.housing.com
 - FPI Management (877) 386-1777
 - Abode Communities www.abodecommunities.org





“Mom and Pop” Landlords



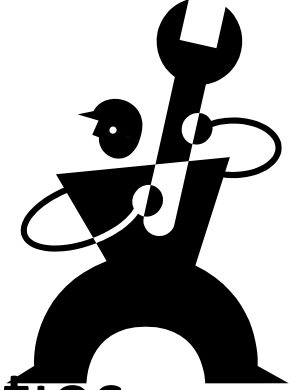
- Housing alternative for those with “challenging” backgrounds: many do not do background checks
- Small apartment owners, sometimes live in a unit on site
- Drive neighborhoods: looking for “homemade” For Rent signs
- Look for ads in local community newspapers

Developing partnerships with landlords

- Understanding landlords fears
- When negotiating, aim for the purse,
not the heart!
 - Move-in funds
 - Rent subsidies –
 - Agency based Section 8
 - Case management



Maintaining the Relationship



- Educate tenants on tenant responsibilities
- Respond promptly to landlord phone calls
- Link tenants to appropriate community resources
- Conduct home visits
- Relocate clients if necessary
- Acknowledge your appreciation: thank you cards, awards, etc.

Master leasing



- Agency rents unit(s) based on its credit and subleases the units to clients
- Solution for those that are be tough to place
- Transitional—during lease period work on tenant skills
- Maximum 2 years residency so tenants can qualify for Section 8 homeless programs

Questions ???

Carmen Hill, MBA, Broker

Lic#00826307



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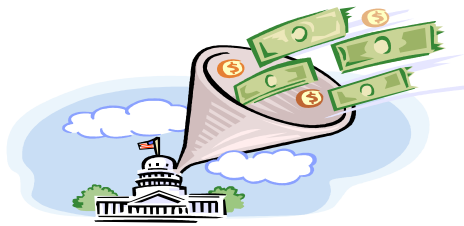


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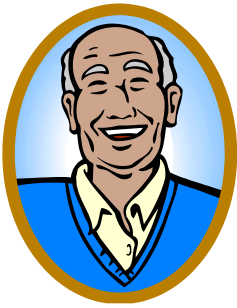
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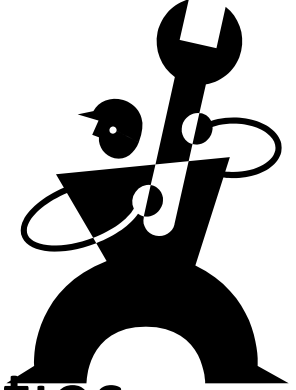
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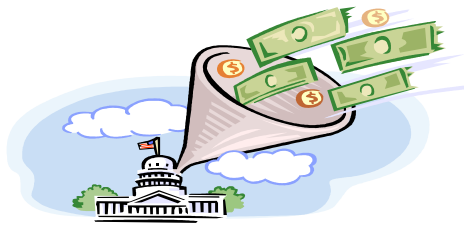


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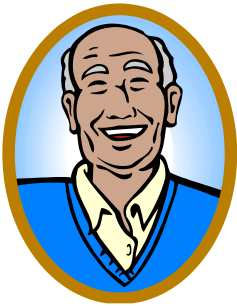
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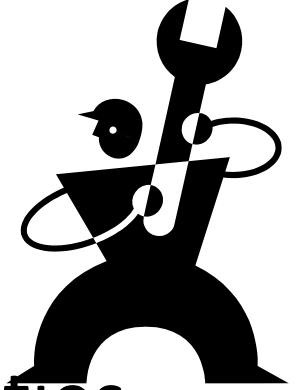
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